

## Agenda

- 1. Introduction and definitions
- 2. Revenue Cycle Financial Access and Financial Counseling
  - a. Departmental Structure
  - b. Process
  - c. Overview of programs
- 3. Payor Mix by Charges FY 2016 to Present
- 4. Study and Observations
  - a. Self-Pay cohort
  - b. Charity Care cohort
  - c. Observations





### Introduction / Definition of Terms



#### Uninsured

42 CFR Part 447 – for Disproportionate Share Hospitals (DSH) purposes describes uninsured individuals as those "who have no health insurance (or other source of third party coverage) for the services furnished during the year." Also, "who have health insurance (or other third party coverage)" to refer broadly to individuals "who have creditable coverage consistent with the definitions under 45 CFR parts 144 and 146, as well as individuals who have coverage based upon a legally liable third party payer".

Uninsured (based on the 2018 health survey interview)

- 1. Number of persons under age 65 uninsured at the time of interview 30.1 million
- 2. Percent of persons under age 65 uninsured at the time of interview 11.1%
- 3. Percent of children under age 18 uninsured at the time of interview 5.2%
- 4. Percent of adults aged 18-64 uninsured at the time of interview 13.3% [1]

## Underinsured and Self-Pay

#### **Underinsured Patients**

Patients that have insurance, but the insurance doesn't cover the cost of healthcare. Commonwealth Fund further defines as, "individuals insured in household that spent 10% or more of income on medical care (excluding premiums) or 5% or more if income under 200% poverty"

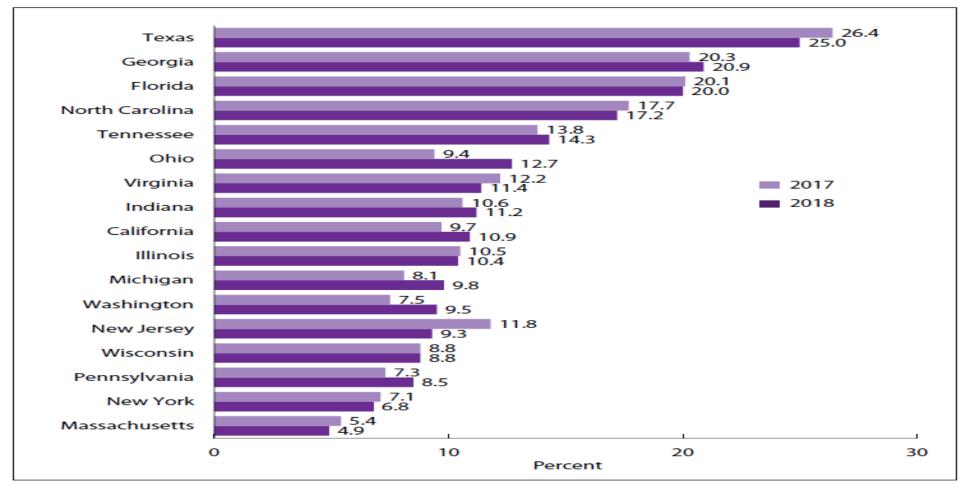
• CCH CareLink defined as a CCH patients covered by a private health insurance plan that has an active contract with CCH as an in-network provider. Patients with an HMO plan contracted with CCH AND who select CCH to serve as their Primary Care Provider, or patients with a PPO plan or traditional "fee-for-service, may apply for CareLink and receive a discount on the out-of-pocket costs associated with these plans, including deductibles and co-insurance. CareLink cost-sharing fees would be applicable.

#### **Self Pay Patients**

Patients that have no insurance and pay out of pocket, or patients that owe a balance after insurance payments

#### Uninsured: US and State of Illinois

Figure 12. Percentage of adults aged 18–64 who were uninsured at the time of interview, by selected state and year: United States, 2017 and 2018



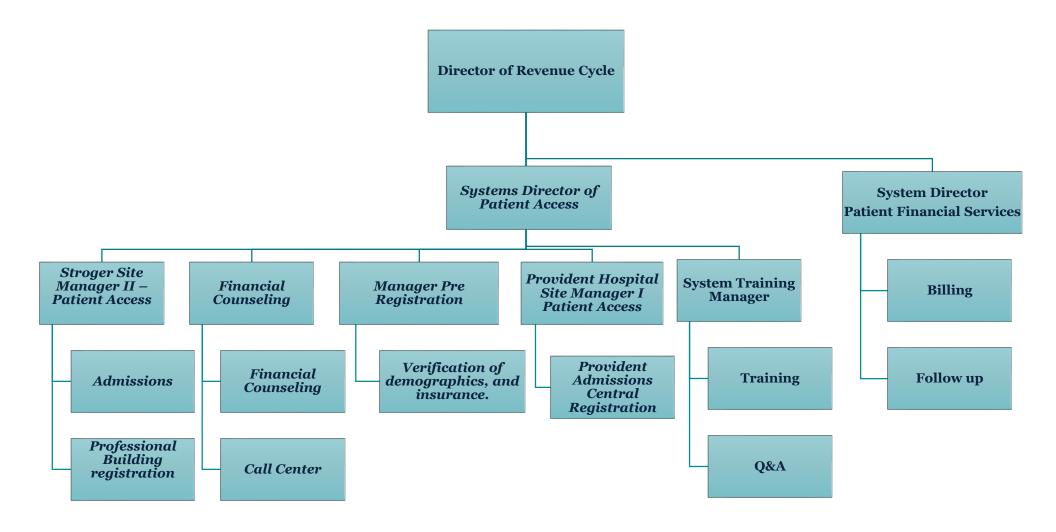
NOTE: Data are based on household interviews of a sample of the civilian noninstitutionalized population. SOURCE: NCHS, National Health Interview Survey, 2017 and 2018, Family Core component.

# Revenue Cycle - Patient Access & Financial Counseling





#### Overview of Revenue Cycle Department





#### Overview of Revenue Cycle Department

#### Areas of Responsibility and Scale of Operations

Department Name	Budget	FTE	Contracts
Revenue Cycle Patient Access	\$18M	304	Ajilon <b>\$195K</b>
<ul><li>Call Center</li></ul>			\$195K
<ul> <li>Admissions</li> </ul>			Great Lakes Medicaid (GLM)
<ul> <li>Financial Counseling</li> </ul>			\$1.7M
<ul> <li>Systems Training and</li> </ul>			
Quality			Change Healthcare
			\$334K
Patent Financial Services			
• Billing			Experian
• Follow-up			\$400K



### Financial Counseling - Benefits Advisory Services

#### 1. Financial Counseling - Benefits Advisors

✓ Advise and educate patients on the best benefits and payment options for medical charges incurred during visits.

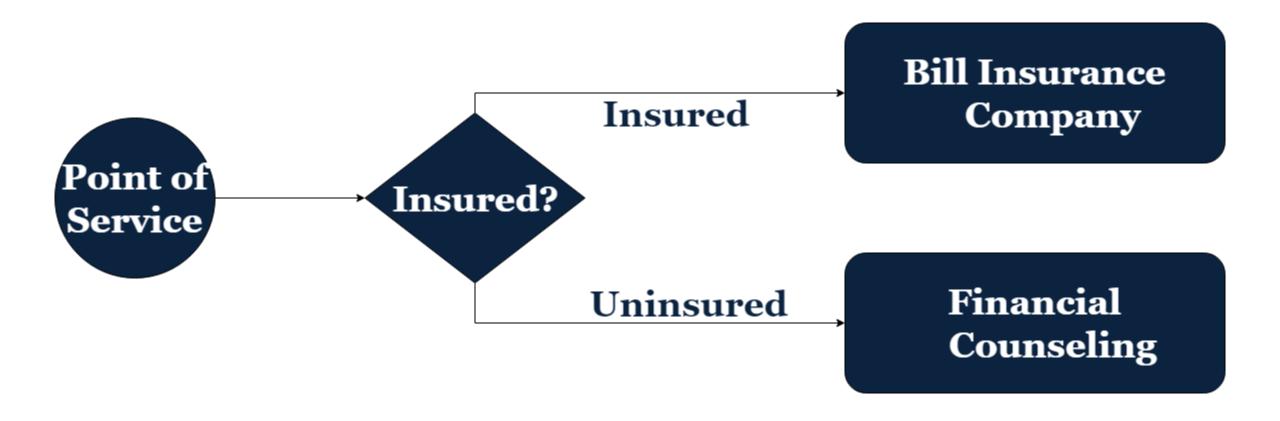
#### 2. Purpose / Citation -

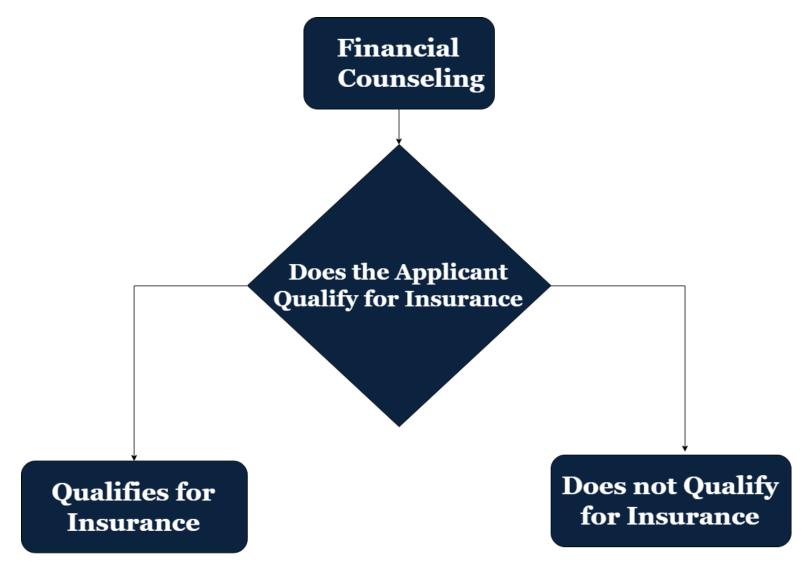
✓ Affordable Care Act (ACA) – The comprehensive health care reform law enacted in March 2010

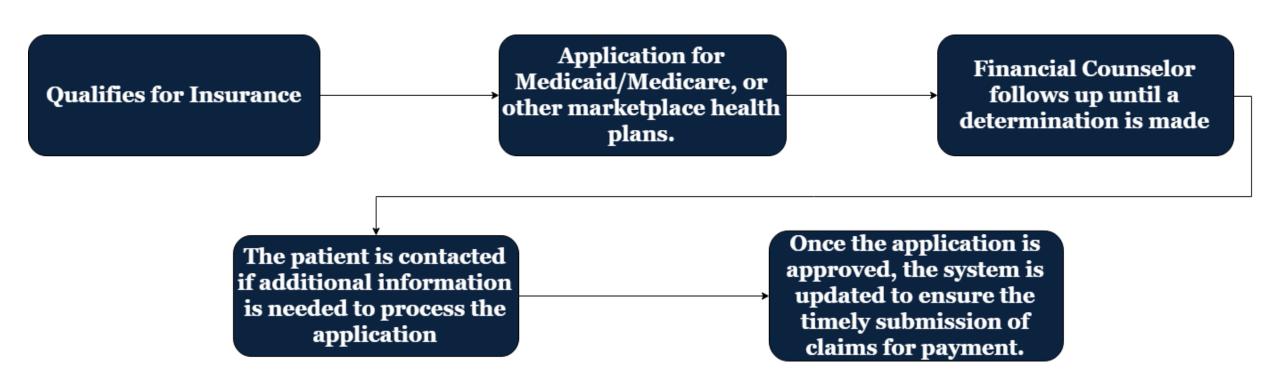
✓ Cook County Ordinance (No. 16-4392,9-14-2016) enhancing CCH Financial Assistance (Direct Access) program

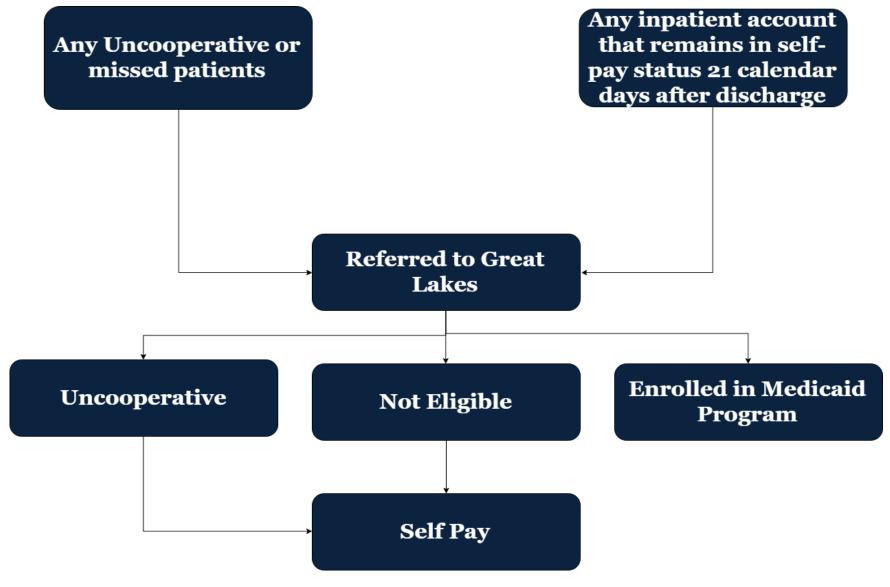
## Financial Counselling - Benefits Advisory Services

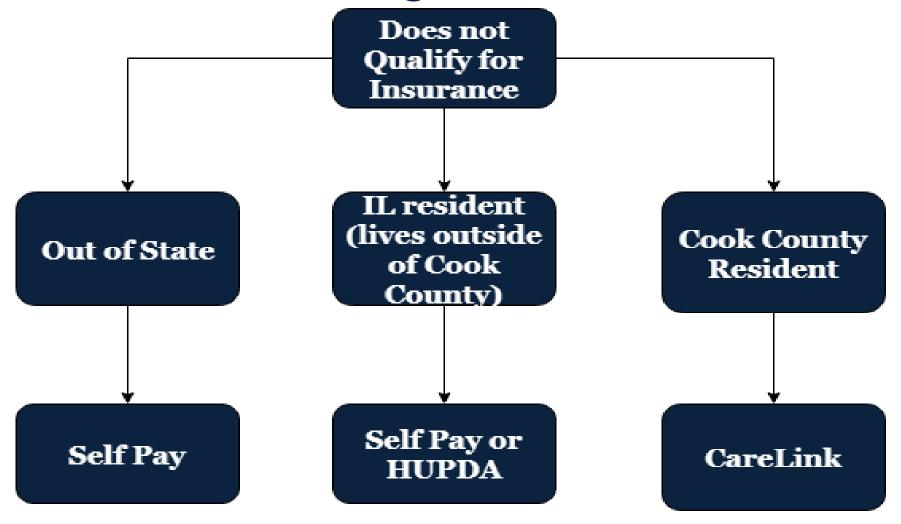
- 1. Purpose / Citation cntd.
  - ✓ Financial Assistance Policies (FAPs). Section 501(r)(4) of the Internal Revenue Code (IRC) requires a tax-exempt hospital organization to establish a written financial assistance policy (FAP).
    - ✓ Section 9007(a) of the Patient Protection and Affordable Care Act (PPACA), Public Law 111-148 (124 Stat. 119 (2010)).
    - ▼ TD 9708, 79 FR 78954, Internal Revenue Service, New Requirements for 501(c)(3) Hospitals Under the Affordable Care Act
    - ✓ Internal Revenue Service, Tax Exempt Hospitals: The Community Benefit Standard and Affordable Care Act under IRC Section 501(r), Financial Assistance Policy.
  - ✓ Hospital Uninsured Patient Discount Act of Illinois (HUPDA) A discount program
    established to help residents living in the State of Illinois (but outside of Cook County) who are
    uninsured to pay for their health care services at CCH. [2]
  - ✓ Emergency Medical Treatment and Active Labor Act (EMTALA) To ensure public access to emergency services regardless of ability to pay. [3]

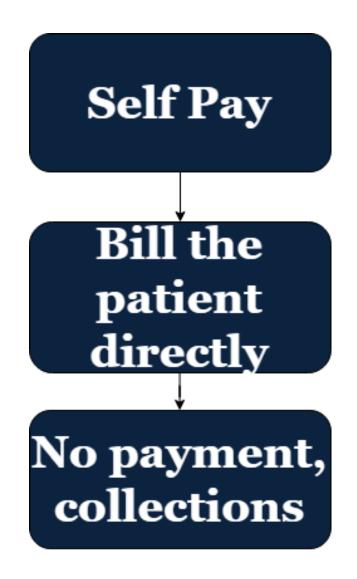


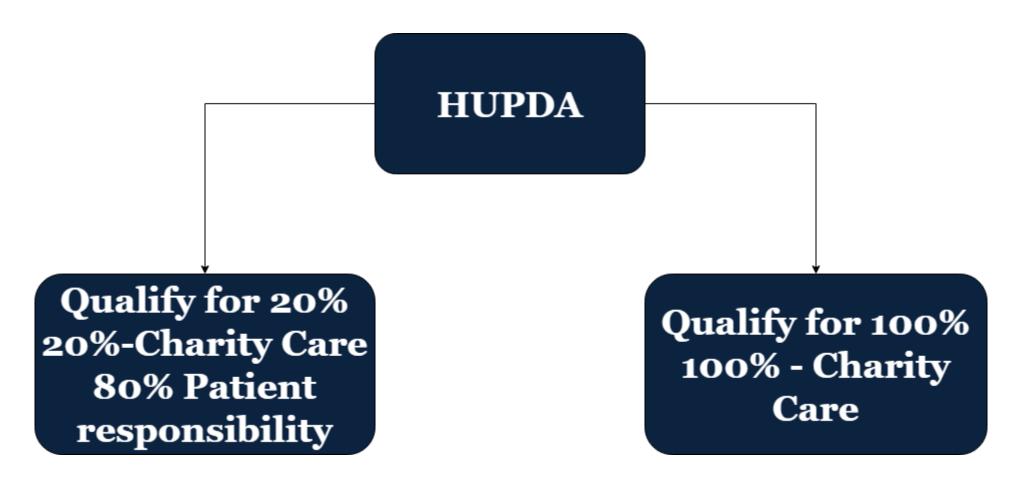


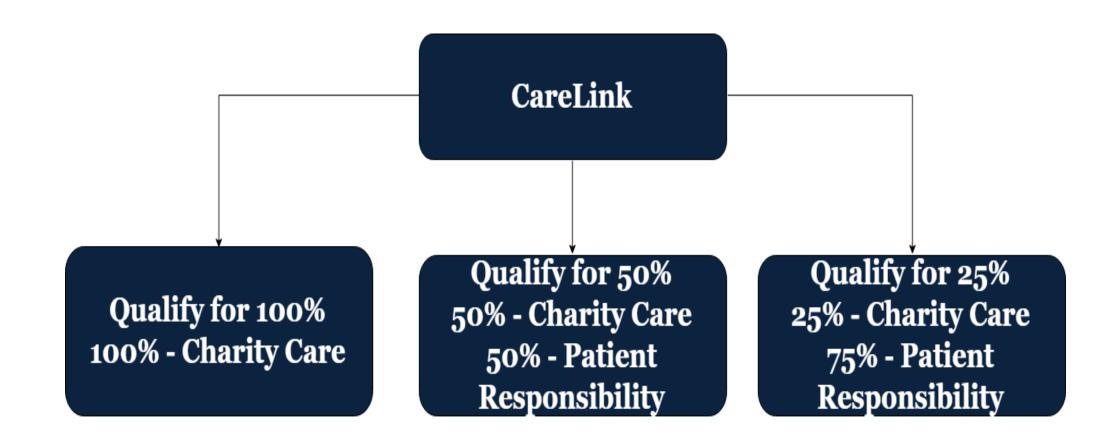












#### Program Overview: ACA - Medicaid Expansion

ACA Medicaid expansion approval levels are based on the Federal Poverty Level (FPL) guidelines

Income less than or equal to 138%

Family Size	Monthly	Yearly
1	\$1,436	\$17,232
2	\$1,944	\$23,328

<sup>\*</sup>Effective Date: 4/1/2019

#### Program Overview: CareLink Approval Levels

CareLink approval levels are based on the Federal Poverty Level (FPL) guidelines

- Income less than or equal to 250% FPL = 100% CareLink discount
- Income greater than 250% FPL but less than 350% FPL = 50% CareLink discount
- Income greater than 350% FPL but less than 600% = 25%

Family Size	Maximum yearly income	Maximu m yearly income	Maximu m yearly income
	100%	50%	25%
	Discount	Discount	Discount
1	\$31,225	\$43,715	\$74,940
2	\$42,275	\$59,185	\$101,460
3	\$53,325	\$74,655	\$127,980
4	\$64,375	\$90,125	\$154,500

<sup>\*</sup>Updated as of 4/1/2019

## Program Overview: Hospital Uninsured Patient Discount Act Approval Levels

HUPDA approval levels are based on the Federal Poverty Level (FPL) guidelines

•Income less than or equal to 200% = 100% discount

Income greater than 200% FPL = 20% discount

Effective 4/1/19

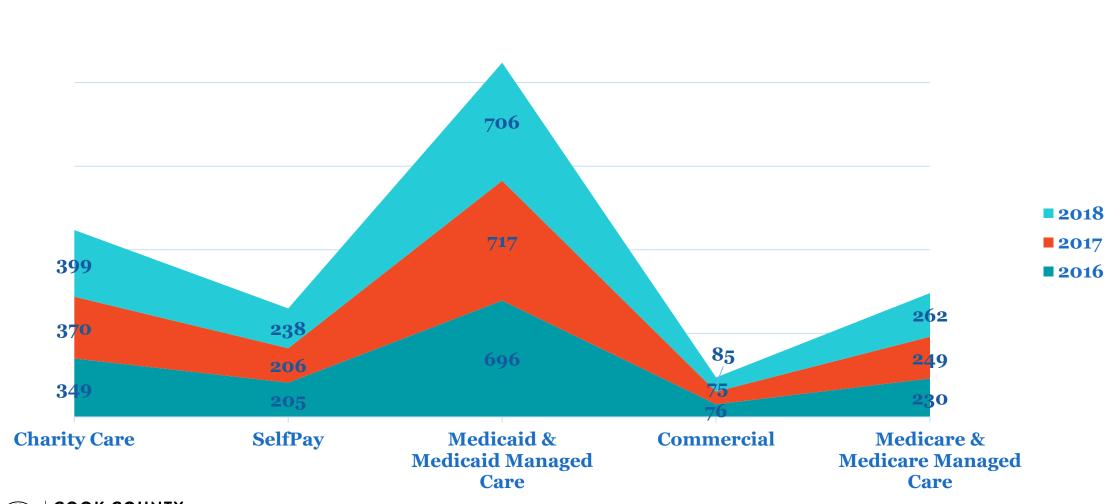
Family Size	100% Discount	20%
1	\$24,980	\$74,940
2	\$33,820	\$101,460
3	\$42,660	\$127,980
4	\$51,500	\$154,500
5	\$60,340	\$181,020
6	\$69,180	\$207,540
7	\$78,020	\$234,060
8	\$86,860	\$260,580

# FY 2016 through FY 2019 YTD Payor Mix by Charges





### System Payor Mix By Charges FY2016-FY2018 (in millions)





## 7

# Uninsured Analysis Study and Preliminary Observations



## **Uninsured Analysis**

- 1. Process of Study
  - ✓ Point in time Cohort Study of uninsured patients in the self-pay and Charity Care category
  - ✓ FY2018 cohort looking back through FY2016
  - ✓ FY2016 cohort looking forward through FY2018
- 2. Results & Observations
  - Demographics
  - ✓ Location
  - ✓ Utilization vs Rest of CCH



## Uninsured Analysis Methodology

- 1. Cohort of ALL uninsured on a certain day 11/30/2018 was identified.
- 2. Identified patients in cohort was queried to determine if members were also;
  - a. uninsured on 11/30/2017 and,
  - b. uninsured on 11/30/2016
- 3. Results 22,228 patients were identified as continuously uninsured Patients in FY2016 through FY2018
  - a. 6,990 were identified as Self Pay
  - b. 15,238 were identified as Charity Care



## Uninsured Analysis - Study Questions

- 1. Does CCH have a robust Benefits Advisory/Financial Counseling process for connecting eligible patients to benefits?
- 2. How many consistently uninsured do we serve?
- 3. Who are the consistently uninsured, i.e. demographics?
- 4. Do the consistently uninsured have problems in accessing CCH services vs the rest of CCH?
- 5. What are financial implications for CCH serving the continuously uninsured?





## Self Pay Cohort



## Self Pay Cohort

- 1. Definition / Process of Study
  - ✓ Point in time Cohort Study of Self-Pay patients
  - ✓ FY2018 cohort looking back through FY2016
  - ✓ FY2016 cohort looking forward through FY2018
- 2. Results & Observations vs Kaiser Family Foundation Study key Facts
  - Demographics
  - ✓ Location
  - ✓ Utilization vs Rest of CCH
  - ✓ Utilization



## Self Pay Cohort – Summary of Results Observations vs. Kaiser Family Foundation (KFF) Key Facts

How many people are Self-Pay? - 6,990

Why do people remain Self-Pay? - To be tested or surveyed

KFF Research Findings - In 2017, 45% of uninsured adults said that they remained uninsured because

- the cost of coverage was too high.
- many do not have access to coverage through a job
- some eligible for financial assistance under the ACA may not know they can get help,
- and undocumented immigrants are ineligible for Medicaid or Marketplace coverage.

3. Who remains in Self Pay? Male (52%)

White (46%)

45-64 years old (47%) non Hispanic/Latino (52%)



## Self Pay Cohort - Summary of Results Observations vs. Kaiser Family Foundation Key Facts

How does not having coverage affect health care access?

7% more Visits, 9% more outpatient visits, about 13% less inpatient stays.

A. People without insurance coverage have worse access to care than people who are insured?

#### Not apparent in CCH population

B. Studies repeatedly demonstrate that the uninsured are less likely than those with insurance to receive preventive care and services for major health conditions and chronic diseases.

#### To be further interrogated

What are financial implications for CCH serving the continuously uninsured?

CCH FY2018 - 235K Accounts referred to collections, \$296.8M and \$3.7M or 1% Collected

Per KFF - The uninsured often face unaffordable medical bills when they do seek care. In 2017, uninsured nonelderly adults were over twice as likely as their insured counterparts to have had problems paying medical bills in the past 12 months. These bills can quickly translate into medical debt since most of the uninsured have low or moderate incomes and have little, if any, savings.



#### Self Pay Charges -Top 15 Services by Charges (in millions \$'s)

Clinical Service	2016	2017	2018	G	rand Total
EMERGENCY ADULT	\$ 38.95	\$ 35.52	\$ 48.38	\$	122.85
GEN MED	\$ 35.88	\$ 34.50	\$ 35.63	\$	106.00
AMBULATORY SURG	\$ 22.79	\$ 20.19	\$ 24.92	\$	67.90
MEDICINE	\$ 11.97	\$ 14.28	\$ 16.98	\$	43.23
TRAUMA	\$ 10.12	\$ 9.86	\$ 11.33	\$	31.30
FAMILY PRACTICE	\$ 6.41	\$ 7.95	\$ 7.51	\$	21.87
SURGERY	\$ 6.54	\$ 4.86	\$ 6.18	\$	17.58
OBSTETRICS	\$ 3.38	\$ 6.92	\$ 4.82	\$	15.12
CHEMOTHERAPY	\$ 4.55	\$ 4.96	\$ 4.89	\$	14.40
RADIATION THERAPY	\$ 4.73	\$ 4.64	\$ 4.60	\$	13.97
GYNECOLOGY	\$ 3.25	\$ 3.09	\$ 4.48	\$	10.82
CARDIOTHORACIC					
SURGERY	\$ 4.20	\$ 3.44	\$ 2.75	\$	10.39
OPHTHALMOLOGY	\$ 2.77	\$ 3.50	\$ 4.10	\$	10.38
UROLOGY	\$ 2.76	\$ 3.14	\$ 2.84	\$	8.74
NEUROSURGERY	\$ 2.85	\$ 2.68	\$ 2.32	\$	7.84
All Others					
Grand Total					

**Grand Total** 



#### Self Pay Demographics

	Self I	Pay
Gender	Patients	Percent
Female	3,358	48.0%
Male	3,626	51.9%
Transgender	6	0.1%
Total	6,990	
	Self I	Pay
Race	Patients	Percent
African-American/Black	2,450	35.1%
American Indian/Native Alaskan	131	1.9%
Asian	380	5.4%
Native Hawaiian/Pacific Islander	3	0.0%
Other/UTD	783	11.2%
White	3,243	46.4%
	Self I	Pay
Ethnicity	Patients	Percent
Hispanic/Latino/Spanish Origin	3,320	47.5%
Non-Hispanic/Latino/Spanish Origin	3,669	52.5%
Unknown	1	0.0%
	Self I	Pay
Age Group	Patients	Percent
0 - 18	82	1.2%
19 - 44	2,836	40.6%
45 - 64	3,282	47.0%
65 - 74	568	8.1%
75 +	222	3.2%



#### Self Pay Location - Widely Distributed

Self Pay					
Zip Code	Patients	Percent	Cumulative		
60608	471	6.7%	6.7%		
60623	367	5.3%	12.0%		
60629	325	4.6%	16.6%		
60804	297	4.2%	20.9%		
60632	284	4.1%	24.9%		
60609	239	3.4%	28.4%		
60639	233	3.3%	31.7%		
60617	166	2.4%	34.1%		
60651	159	2.3%	36.4%		
60625	135	1.9%	38.3%		
60628	126	1.8%	40.1%		
60618	124	1.8%	41.9%		
60620	122	1.7%	43.6%		
60619	118	1.7%	45.3%		
60636	117	1.7%	47.0%		
Rest	3,707	53.0%	100.0%		



#### Self Pay Utilization (Total Visits)

Self Pay					
Total Visits	Patients Percent		Cumulative		
1	1,802	25.8%	25.8%		
2	1,121	16.0%	41.8%		
3	819	11.7%	53.5%		
4	649	9.3%	62.8%		
5	536	7.7%	70.5%		
6	383	5.5%	76.0%		
7	300	4.3%	80.3%		
8	222	3.2%	83.4%		
9	184	2.6%	86.1%		
10	151	2.2%	88.2%		
> 10	823	11.8%	100.0%		

Self Pay					
Number of patients with only 1 visit to Emergency					
ED Visits Patients Percent					
1		679	9.7%		

Utilization Rates pe		
	Self Pay	<b>Everyone Else</b>
Total Visits	5,018	4,687
Outpatient	4,253	3,886
E.D Discharged	638	641
Total Admissions	110	141
Inpatient	60	89
Observation	50	52



## **Charity Care Cohort**



## **Charity Care Cohort**

- 1. Definition / Process of Study
  - ✓ Point in time Cohort Study of uninsured patients
  - ✓ FY2018 cohort looking back through FY2016
  - ✓ FY2016 cohort looking forward through FY2018
- 2. Results & Observations
  - Demographics
  - ✓ Location
  - ✓ Utilization vs Rest of CCH
  - ✓ Utilization



# Charity Care Cohort – Summary of Results / Observations vs Kaiser Family Foundation (KFF) Key Facts

How many people are continuously in Charity Care? - 15,238

Why do people remain Charity Care? - To be tested or surveyed

KFF Research Findings - In 2017, 45% of uninsured adults said that they remained uninsured because

- the cost of coverage was too high.
- Many people do not have access to coverage through a job, and some people
- Some people who are eligible for financial assistance under the ACA may not know they can get help,
- and undocumented immigrants are ineligible for Medicaid or Marketplace coverage.
- 3. Who (demographics) remains in Charity care? Female 64% White 71%

  Age (45-64) making up 56% non Hispanic/Latino 73%



# Charity Care Cohort – Summary of Results Observations vs. Kaiser Family Foundation Key Facts

1. Quick Summary of Results

How does not having coverage affect health care access? 99% more Visits, 122% more outpatient visits, about 21% more observation stays

A. People without insurance coverage have worse access to care than people who are insured?

#### Not apparent in CCH population

B. Studies repeatedly demonstrate that the uninsured are less likely than those with insurance to receive preventive care and services for major health conditions and chronic diseases.

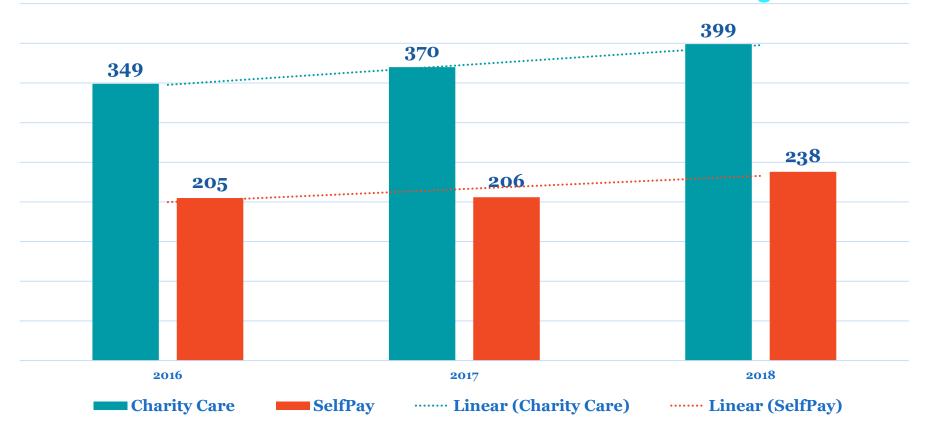
#### To be further interrogated

What are financial implications for CCH serving the continuously uninsured?



# Charity Care Cohort – Summary of Results Observations vs. Kaiser Family Foundation Key Facts

What are financial implications for CCH serving the uninsured? Data below - Charges in \$ millions





#### Charity Care- Top 15 Services by Charges (in millions \$'s)

				Grand
Services	2016	2017	2018	Total
GEN MED	51.02	59.93	47.99	158.95
AMBULATORY SURG	42.22	49.14	49.85	141.21
EMERGENCY ADULT	22.87	21.75	27.59	72.21
MEDICINE	21.03	24.65	26.18	71.85
FAMILY PRACTICE	15.52	22.16	24.29	61.96
SURGERY	13.33	14.20	16.29	43.82
GYNECOLOGY	12.36	12.64	16.29	41.30
RADIATION THERA	13.01	11.37	16.90	41.27
CHEMOTHERAPY	12.47	14.00	14.29	40.76
OPHTHALMOLOGY	6.17	8.53	9.81	24.51
CARDIOTHORACIC SURGERY	6.81	6.76	9.68	23.26
LABORATORY	7.67	7.01	6.32	21.00
RADIOLOGY (GENE	3.50	6.31	10.14	19.95
RADIOLOGY IMAGI	8.21	6.35	4.27	18.83
NEUROSURGERY	5.13	5.86	5.94	16.93



## **Charity Care Demographics**

	Carelink/Financial Assist		
Gender	Patients	Percent	
Female	9,701	63.7%	
Male	5,532	36.3%	
Transgender	5	0.0%	
Total	15,238		
	Carelink/Financial Assist		
Race	Patients	Percent	
African-American/Black	1,163	7.6%	
American Indian/Native Alaskan	226	1.5%	
Asian	1,089	7.1%	
Native Hawaiian/Pacific Islander	11	0.1%	
Other/UTD	1,909	12.5%	
White	10,840	71.1%	
	Carelink/Financial Assist		
Ethnicity	Patients	Percent	
Hispanic/Latino/Spanish Origin	11,139	73.1%	
Non-Hispanic/Latino/Spanish Origin	4,099	26.9%	
Unknown	0	0.0%	
	Carelink/Financial Assist		
Age Group	Patients	Percent	
0 - 18	0	0.0%	
19 - 44	4,550	29.9%	
45 - 64	8,465	55.6%	
65 - 74	1,705	11.2%	
75 +	518	3.4%	



### **Charity Care Location**

Carelink/Financial Assist			
Zip Code	Patients	Percent	Cumulative
60804	1,058	6.9%	6.9%
60629	1,013	6.6%	13.6%
60623	957	6.3%	19.9%
60632	941	6.2%	26.0%
60639	765	5.0%	31.1%
60609	473	3.1%	34.2%
60641	425	2.8%	37.0%
60608	418	2.7%	39.7%
60625	371	2.4%	42.1%
60618	343	2.3%	44.4%
60411	335	2.2%	46.6%
60634	315	2.1%	48.7%
60402	287	1.9%	50.5%
60074	266	1.7%	52.3%
60617	261	1.7%	54.0%
Rest	7,010	46.0%	100.0%



### Charity Care Utilization (Total Visits)

Carelink/Financial Assist			
Total Visits	Patients	Percent	Cumulative
1	1,099	7.2%	7.2%
2	1,247	8.2%	15.4%
3	1,229	8.1%	23.5%
4	1,217	8.0%	31.4%
5	1,227	8.1%	39.5%
6	1,164	7.6%	47.1%
7	1,022	6.7%	53.8%
8	884	5.8%	59.6%
9	824	5.4%	65.1%
10	686	4.5%	69.6%
> 10	4,639	30.4%	100.0%

Utilization Rates per 1,000 patients		
	Carelink/Financial Assist	Everyone Else
Total Visits	9,328	4,687
Outpatient	8,631	3,886
E.D Discharged	532	641
Total Admissions	148	141
Inpatient	85	89
Observation	63	52

Carelink/Financial Assist			
Number of patients with only 1 visit to Emergency			
ED Visits Patients Percent			Percent
1		213	1.4%



## Final Observations/Questions

- 1. Does our process work?
  - 1. Culture?
  - 2. Practices?
  - 3. Improvements?

- 2. Have we done all we can or should do for these groups?
- 3. Are their utilization patterns different?
- 4. Other Questions?



# Questions?





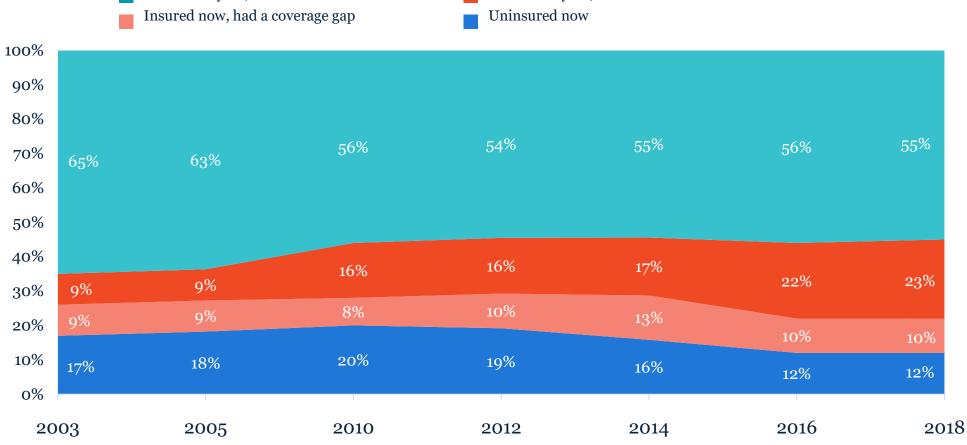
# Appendix?





#### Since the ACA, Fewer Adults Are Uninsured, but More Are Underinsured





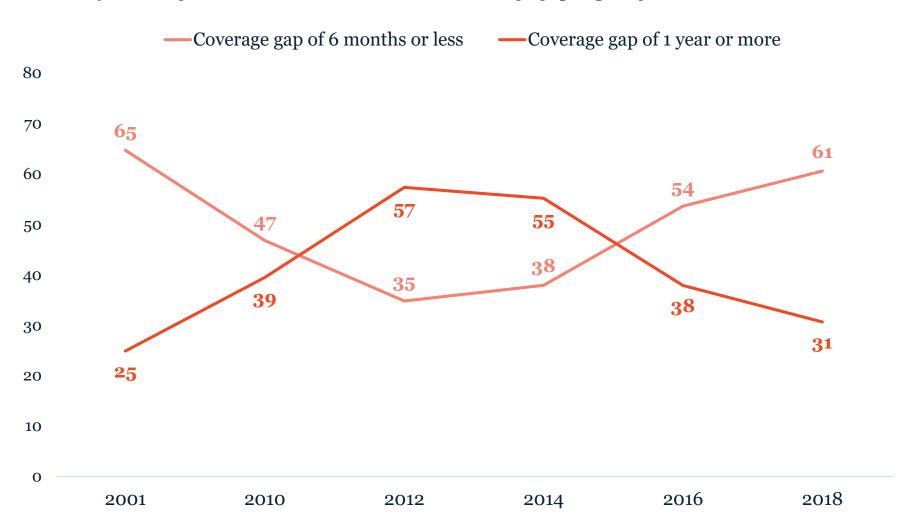
Notes: "Underinsured" refers to adults who were insured all year but experienced one of the following: out-of-pocket costs, excluding premiums, equaled 10% or more of income; out-of-pocket costs, excluding premiums, equaled 5% or more of income if low-income (<200% of poverty); or deductibles equaled 5% or more of income. "Insured now, had a coverage gap" refers to adults who were insured at the time of the survey but were uninsured at any point in the 12 months prior to the survey field date. "Uninsured now" refers to adults who reported being uninsured at the time of the survey.

Data: Commonwealth Fund Biennial Health Insurance Surveys (2003, 2005, 2010, 2012, 2014, 2016, 2018).



#### Since the ACA, Gaps in People's Coverage Have Been Shorter

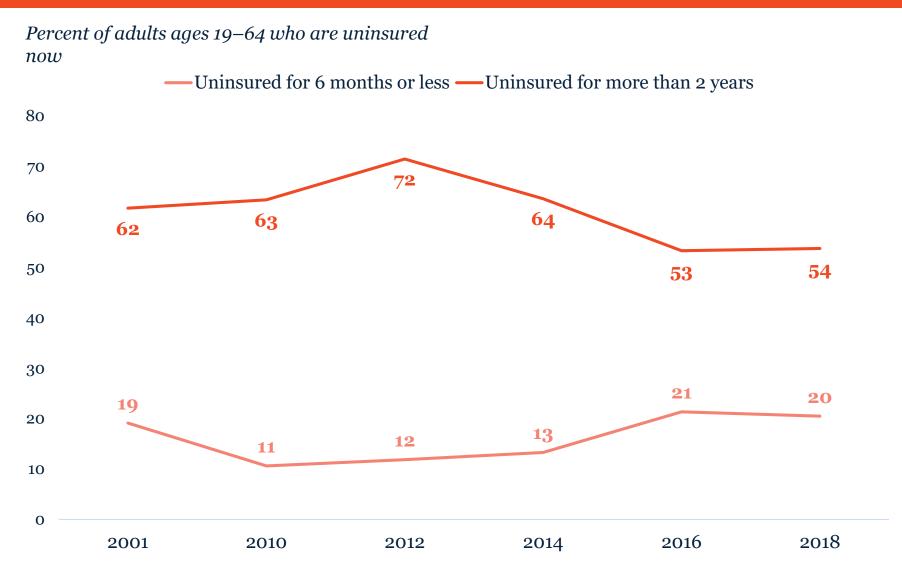
Percent of adults ages 19-64 insured now but had a coverage gap in past year



Data: Commonwealth Fund Biennial Health Insurance Surveys (2001, 2010, 2012, 2014, 2016, 2018).



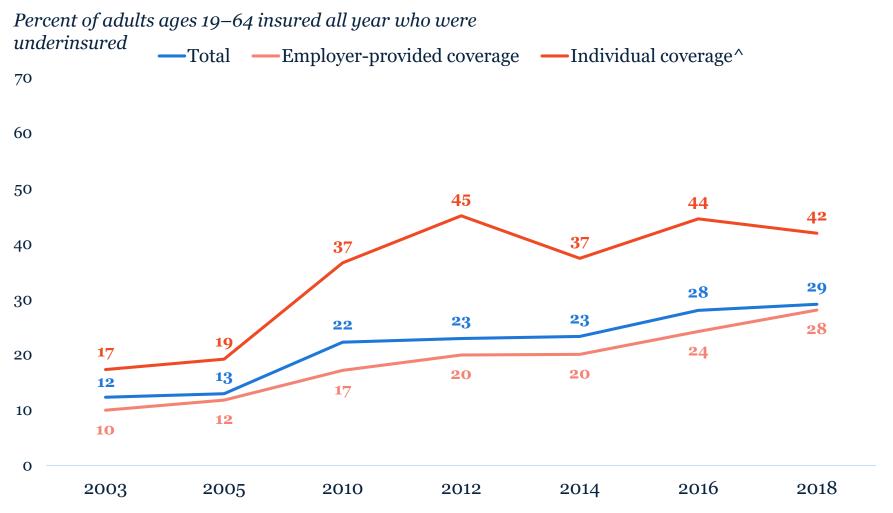
#### There Has Been Some Improvement in Long-Term Uninsured Rates



Data: Commonwealth Fund Biennial Health Insurance Surveys (2001, 2010, 2012, 2014, 2016, 2018).



#### More Adults Are Underinsured, with the Greatest Growth Occurring Among Those with Employer Coverage



Notes: "Underinsured" refers to adults who were insured all year but experienced one of the following: out-of-pocket costs, excluding premiums, equaled 5% or more of income if low-income (<200% of poverty); or deductibles equaled 5% or more of income. Total includes adults with coverage through Medicaid and Medicare. Respondents may have had another type of coverage at some point during the year, but had coverage for the entire previous 12 months. ^ For 2014 and 2016, includes those who get their individual coverage through the marketplace and outside of the marketplace.

Data: Commonwealth Fund Biennial Health Insurance Surveys (2003, 2005, 2010, 2012, 2014, 2016, 2018).

